

D R A F T
27 March 1967MATERIALS HANDLING PROGRAM BIDDER RANKING

Evaluation

GENERAL: I think that a contractor should have certain characteristics to be chosen to do the proposed study. First is basic integrity; the contractor should hold the basic objectives of the program above any short term company profit STAT gain. Secondly, the contractor should have a basic knowledge of photo intelligence processes. Thirdly, the contractor should have the capability of performing an adequate systems analysis while at the same time he should have a good knowledge of equipment, equipment costs, and state-of-the-art of equipment technology. Finally, it would be helpful if the contractor knew NPIC operations and could have personnel cleared quickly and easily.

RANKING:

1. [] - The [] proposal seemed to me to offer the best potential. I STAT don't know either [] but they seem to have the integrity, background STAT and capabilities we require.
2. [] - This proposal most closely approached our requirements, but STAT looked too much like a textbook to be a true portrayal of their work plan. [] seems to have the integrity, background, and capabilities we desir STAT although they may be weak in systems analysis.
3. [] - The [] approach seems deeper than what we require. STAT [] may have the integrity, but they are weak in background and equipment STAT while strong in systems analysis and NPIC operation knowledge.
4. [] - The [] approach seems more political than practical. The staffS STAT they proposed is mostly ex-military P.I. operation commanders. They may have the integrity and background but seem weak in systems analysis and possibly weak in storage & retrieval equipment knowledge. They also know NPIC operations.

5. Their approach is probably what would propose had not been STAT at work at NPIC. They probably have the integrity but not really the background in P.I. work or equipment. They are strictly a systems analysis group with slight knowledge of NPIC operations.
6. - Their proposal is too weak to tell anything. I think their STAT background is too weak to consider them.
7. - They appeared more interested in building equipment than in STAT designing a good system.

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[redacted] I don't think [redacted] really wants this contract. Their proposal is even more STAT vague than the D.O. as far as explaining the problem. Specifically, no mention is made of targets or target selection or target indexing. I think this is a very important consideration in determining what needs to be moved where and how often, etc. I get the impression that all they are going to consider is how many film cans will have to be moved where and when (as if this was a warehouse), and they will attempt to determine this from looking at film orders. [redacted] STAT glossed over many specific problem areas that were mentioned in the D.O. They just addressed themselves vaguely to the general problem area. I think [redacted] STAT could establish a storage and retrieval system that would work, but I don't think the system would be very efficient. To have an efficient system, one must look carefully into usage rates of types of film, specific reels and specific targets as well as operational procedures regarding film. The same thing goes for document material. The people seem qualified enough to design a materials handling system but I question their ability to analyze the problem areas and to design the system that would best meet our needs. Their personnel will require clearances.

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[] definitely understands the general NPIC operations. They seem to have a good handle on systems analysis techniques, but I think they miss the boat as far as understanding certain parts of the problem. [] has proposed to undertake a [] "Information System Analysis" type approach and draw up neat flow diagrams, etc. This is fine as far as it goes, but I don't think it will yield all the answers. [] plans to talk to "senior operational and support personnel" to determine what materials go where. I think a better approach would be to spend a month "living" with the working class P.I.s, seeing what they actually do, what materials they order, and what out of things they order, they use. Just because a P.I. orders a roll of film does not mean he wants to look at the whole roll. Sometimes he needs only one frame or one small area of the frame. The same thing can be said about ordering files of collateral material. The P.I. may only want one dimension ^{or} of statistic from a file. The P.I. may order a ream of materials because he does not know any other way to get the specific item he needs either because of lack of good communication ability or because the material is not available in smaller packets or because he is not sure what he wants. Resolution requirements of the P.I. should also be investigated. Some materials might be sent via CCTV at a considerable loss of resolution and information, but if the information lost through the process is not needed for that task it wouldn't matter.

Summing up [] approach, I feel that [] could do the job with close supervision. I feel these people may have a tendency to get carried away with their pretty diagrams, much of which might duplicate [] effort. They do not seem to realize that we have other contractors doing systems analysis here. []

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might also need technical guidance for hardware specifications.



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has a capable staff which needs to be directed to the problems. I don't know how they would accept our direction though. Their proposal has been carefully thought out and written. They have personnel which could probably be cleared without too much problem.

MATERIALS HANDLING

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These people seem to understand the problems and know what has to be done. The [] combination could work out very well. The advantages of STAT using these people would be their better understanding of Photo interpretation and P.I. equipment also we would probably get better cost estimates for equipment. The disadvantage of using these people is that they may be biased toward their own equipment, but it appears that they will try to avoid bias by letting [] make equipment decisions given the parameters of STAT the equipment. The proposal shows no awareness of other NPIC studies, but there does not seem to be much overlap at least from what the proposal states. If these contractors are selected I think the number of copies of reports which they are furnishing should be increased.

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[redacted]

[redacted] has a very skimpy proposal. I think the reason for this is that STAT they have a very limited background in photo interpretation. All they have done is rewrite the D.O. and they haven't added much more than "we will do it". It is very difficult to guess what they might do if given the contract. They might do a good job, but I think their lack of P: background would be a liability. I don't know anything about their people and the proposal doesn't help very much so I can not really pass judgement on them.

intelligence

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There is not any doubt in my mind that knows the problems faced by STAT
NPIC. Their people are intimately involved with Photo intelligence and
know NPIC. also knows P.I. equipment. This leaves the areas of STAT
system analysis and storage and retrieval. I think could manage to STAT
design a storage and retrieval system but I don't know about their systems
analysis capability. In fact, because has such a deep background in P.I. STAT
operations, they may be prejudiced toward certain concepts in how things should
be done and therefore their systems analysis may not portray the real situation
because they substitute their opinions for collected data.

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The only aspect of material handling which did not propose to study is how to get sandwiches up from the cafeteria. Without seeing the various cost proposals, I would assume that study would cost half again what the average is. I think they would do a very thorough job, but there is such a thing as overdoing a job. In the few brief encounters I have had with people, I feel that they understand system analysis, but not hardware. knows the NPIC operation from a system standpoint though I don't think they grasp the P.I. processes completely. When they mention turning some of the problems over to their I feel they are getting completely out of hand. I admit that together with their many subcontractors will probably come up with a system, but the cost of the study and the final system would probably be more than NPIC could afford. has the advantage that they have already performed a system analysis of NPIC, but they intend here to go back and do an even more thorough study.

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MATERIALS HANDLING

[redacted]

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[redacted] seems to understand the problems involved with materials handling at NPIC. [redacted] also has a strong background in P.I.

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equipment. Their proposal is written like an encyclopedia. If they can apply all the concepts, investigations, analyses, etc. that they discuss in their proposal they should do all right, but I don't think they can (just as an opinion) . [redacted] might be biased toward their own equipment although most of the exploitation equipment they make is custom tailored. Their main line is cameras. I really don't know how well they would perform on this type of study contract, but I instinctively feel that the proposal is more eye wash than actual work plan.

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